

DORB GENERAL DEALERS BUSINESS PLAN

Nonde Bwalya



Dorb general dealers Is a mechanical, auto electrical and general security installation company, We have more than 20 customers and if the loan where given we are going to invest in the business by buying tools such as diagnostic machine \$ 445, tools box for spanners \$259, millimeter \$85, welding machine \$100 angle grinder \$95, screwdrivers \$16, it helps the business generate more income in such way that more parts and tools we be bought and the works we be fast to finish for customers and even create more opportunities to young ones who do not have jobs.

EXPLAIN THE PROBLEM.

People in our area move long distances to access the services we offer.

EXPLAIN YOUR SOLUTION.

We commit to bringing them these services to their doorstep and at an affordable/fair price.

BUSINESS MISSION STATEMENT:

Dedicated to the highest quality service delivery

HOW LONG HAVE YOU BEEN IN BUSINESS?

4 years

NET INCOME is about 111 dollars, and the expenses are about 55 dollars, the profit is about 56 dollars.

$\$111 - \$55 = \$56$

SERVICE OR PRODUCT DELIVERABLE:

Our services are only mechanics, auto electrical, locksmith works, and installation of security devices such as cameras, gate motor, electrical fences, GPS trucking, biometric & access control, etc.

DESCRIBE YOUR BEST CUSTOMER:

Our best customers are those who bring their vehicles to us to solve their problems it maybe mechanical or electrical.

WHY CUSTOMERS DO BUSINESS WITH YOU RATHER THAN WITH YOUR COMPETITORS:

Our products and services are consistently higher quality than those of our competitors and offer more advanced solutions for their problems. Our business is better because of the quality and affordability of the services we provide to the customers. Businesses like ours usually can fail because of not having good customer relations with them and not been honest with them.

SERVICES AND THEIR PRICES:

Service offered	price
Car service	\$17
Rekey ignition	\$ 5
Engines rebuild	\$ 67
Gate motor installation	\$ 45

HOW DO CUSTOMERS KNOW ABOUT YOU?

- By a social media advert
- By referral from customers

WHY DID YOU CHOOSE THIS BUSINESS?

Business, I love repairing vehicles and solving people's problems, and many people are buying cars and I see this as an opportunity for job creation.

LIST YOUR TOP WAYS TO FIND NEW CUSTOMERS:

- Digital marketing

- Social media marketing
- Run Advertisements
- Content marketing
- Email marketing

Insert pictures of your business activities here and give a brief explanation of each:



This is an automation gate motor.



This is an auto electrical work we were doing on this car, it has a short circuit.

HOW WILL YOU USE THE MONEY?

Investing Are in the business (Include



multimeter \$85.00



toolbox \$259.00



A variety of screw drivers \$16.00



Angle grinder \$95.00



Welding machine \$100.00



diagnosis machine \$445.00

Income Statement:

Your name is: NONDE BWALYA													
Business name: DORB GENERL DEALERS													
Current Date: #####													
Month	9 Months Ago	8 Months Ago	7 Months Ago	6 Months Ago	5 Months Ago	4 Months Ago	3 Months Ago	2 Months Ago	Last Month	Month 1 Forecast	Month 2 Forecast	Month 3 Forecast	Total
Sales revenue	123	165	180	197	200	209	217	224	230	250	332	398	2,725
Total transactions or units sold	21	21	21	21	21	21	21	21	30	30	30	30	288
Revenue per transaction or unit	6	8	9	9	10	10	10	11	8	8	11	13	9
Expenses													
Self salary	19	19	19	19	19	19	19	19	19	19	19	19	228
Employee salaries	0	0	0	0	0	0	0	0	0	0	10	10	20
Raw materials	20	20	25	30	30	30	30	70	44	75	85	90	549
Store Rent	0	0	0	0	0	0	0	0	0	5	5	5	15
Technology	1	2	2	2	4	3	5	6	7	8	9	11	60
Advertising	0	0	0	0	0	0	0	0	0	3	3	3	9
Transportation	2	2	2	2	2	2	2	2	2	5	5	5	33
Loan repayment	0	0	0	0	0	0	0	0	0	0	0	42	42
Taxes/Fees	0	0	0	0	0	0	0	0	0	2	2	2	6
Other	1	1	1	1	1	1	1	1	0	1	1	1	11
Total Expenses	43	44	49	54	56	55	57	98	72	118	139	188	973
Expense per transaction or unit	2	2	2	3	3	3	3	5	2	4	5	6	-
Net Income to reinvest	80	121	131	143	144	154	160	126	159	132	193	210	1,753
Net Profit Margin	65%	73%	73%	73%	72%	74%	74%	56%	69%	53%	58%	53%	

Cash Flow Statement:

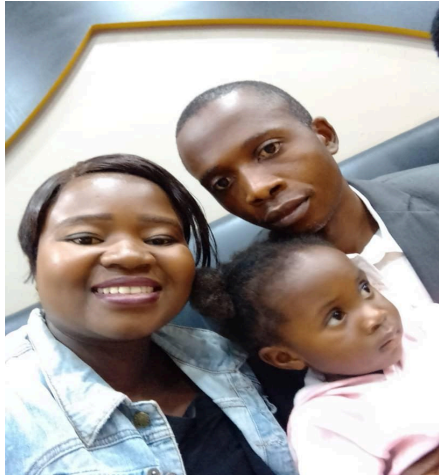
	2 months ago	last month	this month	next month	month 3	month 4	month 6
Income	224	230	157	250	389	397	450
- Fixed expenses	-25.5	-55	-60	-140	-190	-210	-250
- Loan payment	0	0	0	0	-42	-42	-42
- Variable expenses	-70.91	-43.5	-50	-75	-120	-170	-190
= Profit (or loss)	127.59	131.5	47	35	37	-25	-32
Starting cash	1286.58	50	181.5	228.5	263.5	300.5	275.5
Available cash	1414.17	181.5	228.5	263.5	300.5	275.5	243.5

WHAT HAVE YOU DONE WITH THE PROFITS YOU MADE TWO MONTHS AGO AND LAST MONTH?

We invested in certain workshop tools.

Share about your family and picture here:

I am a husband and father of one daughter. Heavenly Father has blessed me with a wonderful family, they are supportive and helpful in my work.



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